

Message Text

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PAGE 01 PEKING 00908 050918Z

ACTION EA-09

INFO OCT-01 ISO-00 EB-07 COME-00 CIAE-00 INR-07

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FM USLO PEKING

TO SECSTATE WASHDC PRIORITY 7740

INFO AMCONSUL HONG KONG

UNCLAS PEKING 0908

FOR EA/PRCM

E.O. 11652: N/A

TAGS: ETRD CH US

WSUBJ: PRC PROPOSAL TO SEND PETROLEUM EQUIPMENT DELEGATION TO US

1. SUMMARY AND INTRODUCTION. ERIC KALKHURST OF NATIONAL COUNCIL FOR US-CHINA TRADE WAS INVITED TO PEKING FROM CANTON FAIR AT SHORT NOTICE FOR MEETING WITH MACHINERY CORPORATION. CORPORATION OFFICIALS PROPOSED SENDING PETROLEUM EQUIPMENT DELEGATION TO US AT END OF THIS MONTH FOR EXTENSIVE MEETINGS AND VISITS. KALKHURST BELIEVES GROUP IS INTERESTED IN PURCHASING AS WELL AS OBSERVATION/TECHNICAL DISCUSSIONS. KALKHURST HAS ASKED THAT THE FOLLOWING MESSAGE BE PASSED TO PHILLIPS AND SEARLS AT THE NATIONAL COUNJUL.

2. "MET WITH HSU JUNG-YUAN AND WANG HAN-HSIANG, MACHIMPEX. REFER TO SEARLS MEETING WITH CHENG, MANAGING DIRECTOR. THEY PROPOSE TO COME TO US WITH DELEGATION OF TEN (10) (COMPOSED OF ENDUSERS AND CORPORATION OFFICIALS) LED BY A SENIOR OFFICIAL TO EXAMINE AND STUDY PETROLEUM EQUIPMENT FOR EXPLORATION, DRILLING AND PRODUCTION FOR ON AND OFFSHORE. WOULD LIKE TO SEE ON-SITE, AT MANUFACTURING POINT, AND TECHNOLOGY R AND D. WOULD UNCLASSIFIED

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CONSIDER SOME TIME FOR ADVANCE THEORYDISCUSSION AT UNIVERSITIES. MORE INTERESTED IN PETROLEUM THAN RELATED NATURAL GAS BUT ALSO WILL CONSIDER PROPOSAL ON THAT SIDE OF INDUSTRY. WOULD LIKE TO ALSO GO AS SPECIFIC AS CORE SAMPLING TECH BOTH FOR EXPLORING AND DRILL/PRODUCTION. IF TIME ALLOWS WOULD CONSIDER VISIT TO REFINING AND PROCESSING FACILITIES AND TO PIPELINES.

DESIRE TO SPEND MORE TIME ON MANUFACTURING SITES
THAN THEORY. MIGHT BE WILLING TO SPLIT DELEGATION
FOR THEORY VERSUS PRACTICAL VISITS IF NECESSARY.
COMPOSITION OF DELEGATION NOT KNOWN; BELIEVE
AWAITING OUR ITINERARY AND SUGGESTIONS. THEY WOULD
LIKE TO SEE SITES IN GULF OF MEXICO AND ALASKA. I
ALSO SUGGEST TEXAS, CALIFORNIA AND OTHERS. THEY
DESIRE TO COME END MAY OR BEGINNING OF JUNE.
EXPLAINED THAT IS TIGHT. THEY ARE AWAITING ALTERNATE
SUGGESTION, BUT BELIEVE AUGUST TOO LATE. THEY CAN
SPEND ONE MONTH, POSSIBLY LONGER IF INTERESTING
SCHEDULE. MUCH EMPHASIS PLACED ON PURPOSE OF VISIT
TO EXPAND TRADE OPPORTUNITIES. THEY STATED THIS IS
AN OFFICIAL REQUEST. VERY GOOD ATMOSPHERE AND A
VERY DIRECT BUSINESS MEETING. THEY EXPECT REPLY
AND PROPOSAL BY RETURN (24 HOUR) TELEX AND THEY ARE
EXPECTING ME TO WAIT HERE TO DISCUSS YOUR REPLY.
IN PEKING HOTEL, ROOM 9042."
GATES

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NNN

Message Attributes

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